

## STATE AGENCY RECOGNITION AWARDS 2003

**State Agency Being Nominated:** Department of Water Resources  
**Title of Nomination:** *"DWR Small Business/DVBE Advocate Newsletter"*  
**Contact Person:** Lorie Hall  
**Phone:** (916) 653-9705

### EXECUTIVE SUMMARY

**Education/Outreach** – Raising Internal Staff Awareness of Small Business and DVBE Program Buying/Contracting Opportunities

The Department of Water Resources has purchasing and contracting staff located in headquarters as well as its Districts and Field Divisions throughout the State. From outreach conducted by the Department of General Services and other departments, it is generally understood that the Small Business and DVBE community is at least aware of the opportunities to do business with the State. The challenge for the Department became one of internal communication and dissemination of the Small and DVBE Business Program requirements and regulations. Additionally, the need existed to raise the general awareness level of DWR purchasing and contracting staff with regard to Small and DVBE Business contracting and purchasing opportunities.

The overall intent is to educate the DWR staff, provide new or improved program tools electronically, and to serve as a dissemination point by 'advertising' contractor services and commodities in the Northern, Central and Southern California regions for both the Small Business and DVBE sectors.

To facilitate this effort, the Department's SB/DVBE Advocate developed the electronic *"Department of Water Resources Small and DVBE Business Advocate Newsletter"* to use as one of the mechanisms to inform and educate purchasing and contracting staff. The newsletter is issued monthly.

### **NOMINATION**

Project Description: *"DWR Small and DVBE Business Advocate Newsletter"*  
Project Coordinator: Lorie Hall, DWR SB/DVBE Advocate  
Project Implementation: Implemented November 15, 2002 and is an ongoing project

### **HOW THE PROJECT IMPROVED BOTH SB AND DVBE PARTICIPATION**

Through consistent outreach efforts over the last two fiscal years, the Department has seen a steadily increasing level of DWR staff awareness about both the Small Business and DVBE programs which has resulted in higher participation levels for both programs. The following table provides a breakdown for each Fiscal Year 1999 through 2003. It identifies the Department's overall expenditures for contract services, commodities and construction services and includes the participation level for the DVBE and Small Business communities in dollars and by percentage.

When Small Business participation levels decreased in FY 2000/2001, it was recognized that consistent communication is the critical element in maintaining staff awareness about both programs and the Newsletter was developed in response to that need.

Through the Newsletter, the Advocate communicates program requirements, offers continued assistance, provides updated program forms and templates, disseminates program guidelines to assist staff to achieve higher participation levels in both programs and, finally, focuses on specific Small and DVBE businesses for Northern, Central and Southern California. (See attached newsletter examples)

Fiscal Year	Total Contract & Procurement Expenditures	Small Business Activity	%	DVBE Activity	%
1999/2000	\$ 123,214,664	\$ 8,102,189	6.6	\$ 568,799	.46
2000/2001	\$ 201,092,423	\$ 24,398,298	12.1	\$ 962,195	.48
2001/2002	\$ 254,591,308	\$ 15,026,600	5.9	\$ 1,330,468	.5
2002/2003	<b>\$267,346,663</b>	<b>\$ 34,053,756</b>	<b>12.7</b>	<b>\$2,838,983.91</b>	<b>1.1</b>

With the inception of the “*DWR Small and DVBE Advocate Newsletter*” in November 2002, the Department has seen a significant increase in spending with both the Small Business and DVBE communities. As of June 15, 2003, the Department spent \$34,053,756 with the small business community and \$2,838,984 in the DVBE community.

### **WHAT WORKS**

In using the Newsletter as a conduit for communication and information, we have found the following is effective:

- Keep it simple. Don’t try to tackle an entire subject in one newsletter. Break the subject down into smaller elements in successive newsletters, if necessary
- Keep it short. Staff are more likely to read it if it’s short and simple. If there’s an especially detailed subject – make it the only subject of the newsletter.
- Be precise in giving direction or instructions – the simpler and more concise, the easier to follow.
- Provide Department to-date participation levels – this lets staff know where the Department stands on its participation levels. This information stimulates competition and keeps staff striving to increase participation.
- Use the newsletter to disseminate new forms and instructions and to announce new processes.
- Acknowledge programs or individual staff for exceptional contributions to either program. This goes a long way to increase further participation.
- Set the newsletter distribution to include supervisors and division chiefs as a means to keep them apprised of Department SB/DVBE statistics.

The overall impact of the Newsletter has been increased DWR staff awareness about both programs resulting in greater participation from both sectors.

# Department of Water Resources

## Small and DVBE Business Newsletter

November 15, 2002



Greetings from your Small Business and DVBE Advocate! This is the first issue of the Department's **Small and DVBE Business Newsletter**. This newsletter will be sent to you electronically each month, and will contain news and announcements about the Disabled Veteran Business Enterprise and Small Business programs, legislation affecting the programs, and the Department's mid-month statistics for both Small and DVBE businesses. Future newsletters will include program tips on finding Small or DVBE contractors, and how to review documentation for a contractor's Good Faith Effort. The tips and information may be part of the newsletter itself, or may come as an attached document.

The newsletter will also include a section featuring "Small Businesses of the Month" and "DVBE Businesses of the Month". The selected businesses will be drawn from the pool of contractors who have made the effort to contact the Department and offer their services or commodities. The intent is to feature one from each program, for Northern, Central and Southern California to encourage using those businesses in the Department's procurement activities (See page 2).



### New Agency Reporting Requirements

Most departments and agencies, including DWR, are not meeting the 3 percent DVBE Participation goal. Consequently, in June 2002, the Governor issued a press release that includes the following directives:

- Directs the State and Consumer Services Agency to monitor and ensure compliance of monthly reporting;
- Requires monthly departmental progress reports effective August 1, 2002.

Responding to this directive, The Resources Agency now requires monthly SB/DVBE participation statistic reports from each department. DWR complies by providing statistics on or before the 10<sup>th</sup> of each month for the *prior* month's contracting and purchasing activities.

The following table provides a simple breakdown of the Department's SB/DVBE expenditures and percentages for Purchasing and Contract Services through the 15<sup>th</sup> of the current month. The table shows how much the Department spent in each program and the equivalent percentage attained.

The intent is to assist staff see where we need to strengthen our SB/DVBE activities. Contact the Advocate for help identifying small business and DVBE contractors for your purchase or contract efforts.

### DWR SB/DVBE Statistics

Category	SB Activity 11/01-11/15	Small Business Percentage	DVBE Activity 11/01-11/15	DVBE Percentage
Purchasing	\$ 331,204	9.8	\$ 13,801	.4
Contract Services	\$ 100,000	.94	0	0.0
Total	\$ 431,204	3.08	\$ 13,801	.1

Please feel free to call or email me if you have any questions, or suggestions of topics you would like to see covered in the newsletter. Contact me at [hall@water.ca.gov](mailto:hall@water.ca.gov) or (916) 651-9705.

# Do Business with... California Certified Small and Disabled Veteran Businesses



## Disabled Veteran Businesses



## Small Businesses

### NORTHERN CALIFORNIA

Contractor: Guaranteed Recycle Products  
Address: 8945 Red Leaf Way  
City: Sacramento, CA 95826  
Phone/Fax: (916) 364-1315  
OSBCR Certification #: 21811 - Statewide Service  
Service/Commodity: Office, Janitorial Supplies

### NORTHERN CALIFORNIA

Contractor: Walker's Office Supplies  
Address: 1127 Grass Valley Hwy  
City: Auburn, CA 95603  
Phone/Fax: (530) 823-8737/(530) 823-6406  
OSBCR Certification #: 25616  
Service/Commodity: Office, Janitorial Supplies

### CENTRAL CALIFORNIA

Contractor: Merced Office Products SB/DVBE  
Address: P.O. Box 5455  
City: Atwater, CA 95301-455  
Phone/Fax: (800) 326-6676/(888) 326-6676  
OSBCR Certification #: 1245 - Statewide Service  
Service/Commodity: Office, Janitorial Supplies

### CENTRAL CALIFORNIA

Contractor: Total Office Products  
Address: 1919 E. Mineral King Ave.  
City: Visalia, CA 93292  
Phone/Fax: (559) 625-0792/(559) 625-4980  
OSBCR Certification #: 12725 - Statewide Service  
Service/Commodity: Office, Janitorial Supplies

### SOUTHERN CALIFORNIA

Contractor: Penmar Enterprises  
Address: 11256 Bradley Ave  
City: Pacoima, CA 91331  
Phone/Fax: (818) 897-4433/(818) 987-5533  
OSBCR Certification #: 528  
Service/Commodity: Office, Janitorial Supplies

### SOUTHERN CALIFORNIA

Contractor: Garza Industries  
Address: 1870 Glassell Street  
City: Orange, CA 82865  
Phone/Fax: (714) 769-2777/(714) 769-2770  
OSBCR Certification #: 29177 (Regions 7,8,11,12)  
Service/Commodity: Office, Janitorial Supplies

**Coming Next Month...** How do you know a contractor's Good Faith Effort is complete? What is the role of the Small Business Advocate? Getting help finding a Small or DVBE contractor for your purchase or contract effort. Contact the Advocate for assistance:

[www.halll@water.ca.gov](mailto:www.halll@water.ca.gov)  
(916) 651-9705

# Department of Water Resources

## Small and DVBE Business Newsletter

January 15, 2003



# Happy New Year!



Hello Everyone!

This month's E-Newsletter focuses on the new SB/DVBE "Streamlined Contract" bid process and the DWR DVBE publication "Helping Contractors Meet DVBE Goals".

### ***Streamline Contracting***

When AB 1084 was enacted January 1, 2002 it immediately provided agencies with an opportunity to directly solicit those small businesses certified through the Department of General Services, Office of Small and DVBE Certification (OSDC). Beneficial to both the small business community and, state agencies and departments, the streamlined contracting bid process guarantees that resulting awards will be made to a certified small business while also providing departments increased reportable small business activity.

#### *What Has "Streamlining" Done to Speed the Bid Process Along?*

Standard Invitation For Bid templates include protest language and also require departments to advertise in the California State Contracts Register. These bid elements have been removed for the streamlined process. By eliminating the advertising requirement, it saves departments a minimum of 14 days on the bid process. As well, departments also save potential weeks required to resolve a bid protest. Additionally, while DVBE requirements still apply to the streamlined bid process for solicitations above \$10,000.00, the Department Advocate may waive the contractor's advertising requirement for the solicitation, saving an additional 14 days.

Streamlined bidding practices are also applicable to commodities and IT purchases. If you are a buyer and need more information about the streamlined process as applied to commodities and IT buys, please contact the Purchasing Office to obtain exact instructions.

#### *How about Construction Services?*

Enacted on January 1, 2003, AB 2567 includes provisions allowing streamlined bid practices to be applied to construction service bids from \$5,000.00 up to, but not including, \$100,000.00.

#### *Supporting the Department's Streamlined Contracting Efforts*

As the SB/DVBE Advocate, I'm available to meet with staff prior to developing a solicitation to determine whether the process is applicable to their program's particular need. Additionally, I research and identify small businesses for inclusion in the streamlined bid effort. In terms of the DVBE program, I can determine whether or not DVBE program opportunity exists for that specific solicitation. If DVBE does apply, I work with staff to identify commodities or services that may be

subcontracted and, using that information, I research for potential DVBE sub-contractors to be included in the solicitation document.

### Streamlined Process Requirements

Attached to the Newsletter are documents to assist you with your streamlined bid efforts. You will find the Streamlined Bid template, "Guidelines for the Streamline Contract Process" and "Helpful Hints". I hope these are helpful as you bid for services, construction or commodities.

### Is DVBE Included in the Streamlined Process?

Yes! Effective January 1, 2002, Assembly bill 737 allows agencies to use the Streamline bid process to solicit the DVBE community!

So, please remember the 3% DVBE and 25% SB goals. Consider contacting the Advocate as you prepare your solicitations. I'm happy to help you to locate potential bidders in both the Small Business and DVBE categories. Working as a team, we can affect an overall increase in the Department's SB/DVBE contracting opportunities.

For assistance with your streamline contract effort, contact the Advocate at:

[halll@water.ca.gov](mailto:halll@water.ca.gov)



### ***"Helping Contractors Meet DVBE Goals"***

In the last issue of the [Small and DVBE Business Newsletter](#), I provided information about how to review a contractor's good faith effort. This month I'm including the publication "Helping Contractors Meet DVBE Goals". The publication is distributed at the time the solicitation is sent to contractors (included with the bid as an attachment), or it is distributed to contractors attending the Department's pre-bid conferences.

The publication is designed as a resource to help contractors meet the Department's DVBE goals and outlines the program participation requirements. It also provides samples of Good Faith Effort Documents, Notification of Compliance and web-links to the DGS Resource Packet. This publication is also a resource for staff to use in evaluating DVBE GFE efforts submitted by contractors because it identifies the components of a complete GFE package.

Read and become familiar with the publication. Then, when a DVBE package that hasn't been pre-reviewed by the Advocate is submitted, you will know the guidelines and can provide a thorough evaluation.



### ***January Statistics***

The Department's SB statistics improved over the same reporting period last month. In December, we reported a 10% level of SB activity for the first two weeks of the month, and this month we've increased the activity to 16.8 percent. DVBE statistics remain at the same level - .5

percent. Remember the mid-month stat information is provided to give program staff, buyers and contract administrators an idea of what the Department's mid-month statistics are and do not reflect the annual to-date statistics. To-date statistical information will be provided in next month's newsletter as the Department's mid-year report to DGS is prepared.

Category	Purchase Activity	SB Activity 12/01-12/15	%	DVBE Activity 12/01-12/15	%
Purchasing	\$5,309,388.00	\$1,032,038.00	19.4	\$20,738.00	.4
Contract Services	\$ 842,659.57	\$ 0.00	.0	\$12,000.00	1.42
Construction Services	NCA	NCA		NCA	
Combined Average Total	\$6,152,047.57	\$1,032,038.00	16.8	\$32,738.00	.5

NCA = No Contracts Awarded



### ***Kudos, and Acknowledgments***

I want to take a moment to thank some of the DWR program staff for working pro-actively to include small and DVBE businesses in their solicitations.

Dave Kearney and His Buying Staff – Due to their hard work and efforts to include Small Business in their procurements, our SB statistics are up 6.8 % over the prior reporting period. Thanks all, keep up the good work!

Jodie Benson – Recently issued the first ever Department Streamlined contract solicitation for fiscal related services. With her help, the streamlined bid template was developed making it possible for the rest of the department to take advantage of the process. Thank you Jodie!

Cindy Zens – Cindy worked closely with me to identify services DVBE sub-contractors might be able to provide prime contractors for her Graphic Services solicitation. Eleven contractors requested a pre-review and submitted DVBE paperwork. All were compliant, and 10 of the 11 selected a DVBE sub-contractor with which to partner. Thank you Cindy!

Please feel free to call or email me if you have any questions, or suggestions of topics you would like to see covered in the newsletter. Contact me at [halll@water.ca.gov](mailto:halll@water.ca.gov) or (916) 651-9705.





***Do Business with...***  
***California Certified Small and Disabled Veteran Businesses***  
**This Month We Feature Photographic, Printing and Duplication Services**

***Disabled Veteran Businesses***

**NORTHERN CALIFORNIA**

Contractor: Kopiworks  
Address: 8005 Glen Alta Way  
City: Citrus Heights, CA 95610  
Phone/Fax: (916) 801-2406/(720) 294-0018  
OSBCR Certification #: 25187 Region 3  
Service/Commodity: Photocopying, direct mail

**CENTRAL CALIFORNIA**

Contractor: Geiger Bros West  
Address: 29323 Winding Brook Drive  
City: Menifee, California 92584-7712  
Phone/Fax: (909) 679-1184/(909) 672-3907  
OSBCR Certification #: 1752 - Statewide  
Service/Commodity:  
Commercial Printing

**SOUTHERN CALIFORNIA**

Contractor: VPI Printing & Graphics  
Address: 2321 Antonio Parkway, #150  
City: Rancho Santa Margarita, CA 92688  
Phone/Fax: (949) 549-1864/(949) 459-1867  
OSBCR Certification #: 24186, Statewide  
Service/Commodity: Photocopying, direct mail

***Small Businesses***

**NORTHERN CALIFORNIA**

Contractor: Citadel Press Inc.  
Address: 3300 Business Drive  
City: Sacramento, CA 95820  
Phone/Fax: (916) 456.6000/(916) 732-2070  
OSBCR Certification #: 15548, Regions 3,4,10  
Service - Printing, bindery, typography scanning

**CENTRAL CALIFORNIA**

Contractor: Professional Print and Mail, Inc.  
Address: 2818 East Hamilton  
City: Fresno, Ca 93721-3209  
Phone/Fax: (559) 237-7468/(559) 237-4929  
OSBCR Certification #: 10059 - Statewide  
Service/Commodity: Offset printing, Digital  
Copying, Xeroxing

**SOUTHERN CALIFORNIA**

Contractor: A & B Reprographics LLC  
Address: 5160 Mercury Point, Ste. B  
City: San Diego, California 92111  
Phone/Fax: (858) 573-9496/(858) 573-9475  
OSBCR Certification #: 23061 - Statewide  
Service/Commodity: Photocopying, duplicating,  
blueprinting services

***Coming Next Month... Mid-year Small and DVBE activity report to DGS and the "Non-Small Bidder's Bid Preference. Remember - Contact the Advocate when you need assistance:***

[www.halll@water.ca.gov](mailto:www.halll@water.ca.gov)

(916) 651-9705



# Department of Water Resources

## Small and DVBE Business Newsletter



**June 15, 2003**

### ***Greetings Everyone!***

The fiscal year-end is just around the corner and I'm happy to say that the Department will likely end the year with improvement in both the Small Business and DVBE business participation levels. As of this writing, the Department's Small Business and DVBE participation levels are up over last year.

This issue includes information about the Governor's recent 2003 Northern California Small Business Summit held in May, as well as information about the forthcoming updates to DVBE Participation Language for IFB and RFP solicitations. I had expected to discuss navigating the new SB/DVBE website, however, I decided to delay that topic until the website is launched. This, hopefully, will happen in the next few of weeks.

### **2003 Northern California Small Business Economic Summit**

The Department participated in the recent Small Business Economic Summit hosted by the Governor's Small Business Task Force and the Department of General Services, Procurement Division. The Summit provided an opportunity for small businesses from all over California to meet and greet state agencies and departments. All tolled, there were approximately 35 agencies and departments represented and over 1,000 small businesses in attendance.

As the Advocate for Small Business, I had the opportunity to represent DWR along with Clarice Moody from the Department's Division of Engineering. This was an all-day effort that resulted in effective outreach to the small business community to let them know what the Department routinely requests in services and products. We chatted with numerous small business representatives discussing ways for them to do business with the Department and provided information about current DWR bids. Many brochures and business cards were collected and that will result in outreach internally to the department units or divisions that may need the particular services. Here's a sampling of some of the small business contractors and their offerings:

***Environmental Services***  
***Project Management***  
***Graphic Services***  
***Networking/Security Services***  
***Document Management***

***Training/Staffing Services***  
***Language Translation Services***  
***Management Consultant Services***  
***Telecommunication Services***  
***Project Management Services***

***Office/Janitorial Supplies***  
***Event Planning***  
***IT Services***  
***Printing Services***  
***Environmental/Hydrologists***

Please don't hesitate to contact the Advocate if you are interested in obtaining information about any one of the above small business offerings.



### **IFB/RFP DVBE Program Compliance Language DWR 9526a**

Last month we unveiled the newly revised Disabled Veteran Business Enterprise Program compliance documentation. As explained in the May issue, the DWR 9526, Attachment I, is to be completed by contractors when complying with IFB and RFP DVBE bid requirements. To go along with this bid document is the newly revised DVBE Participation Program Language for IFB and RFP (typically Exhibit F) for IFB and RFP solicitations. The program language has been updated to reflect additional program definitions, updated internet address information and information for contractors about the new DWR 9526.

In an effort to make it easier for program staff to obtain the information, the DVBE bid language is now available as the *DWR 9526a* on the MAO web-site as a text document and may be downloaded for attachment to bid documents. For ease of use, the document has also been designed to allow staff to add the bid number and exhibit information to the header.

Again, please read through the documents to become familiar with them. They are now available on the MAO website for use with IFB and RFP solicitation documents. Please begin using the new DVBE language and forms effective July 1, 2003. Current draft bids and bids in progress do not need to include the forms.

Prior to July 1, the Advocate will send out a separate notification reminding contracting staff about the forms and will provide downloading instructions.



### **Department SB/DVBE Statistics**

Okay - so we're down to the wire for the end of the fiscal year and this is how the Department's statistics look through May 31, 2003.

Category	Category Totals	SB Activity 07/01/02 - 04/30/03	%	DVBE Activity 07/01/02 - 04/30/03	%
Purchasing	\$ 79,142,740.00	\$21,750,361.00	27.5	\$ 1,247,129.00	1.5%
Contract Services	\$145,291,923.00	\$ 9,320,001.52	6.4	\$ 962,194.91	.7%
Construction Services	\$ 42,912,000.54	\$ 2,983,394.54	7.0	\$ 629,660.00	1.47
Activity Total	\$267,346,663.00	\$ 34,053,756.54	13.0	\$2,838,983.91	1.1



The Small Business statistics decreased one percent over last month due to a very large contract award out of the Division of Engineering that did not include either small business or DVBE activity because the manufacturing and work will take place out of the United States. DVBE

was affected one-tenth of one percent overall. And, though short of the mandated three percent, this is the first time the Department has broken the less-than-one-percent-barrier we seem to run into annually.

This past year many staff worked proactively to increase the business opportunities for both Small and DVBE business sectors. This resulted in the Department achieving higher participation levels within both the overall DVBE and small business communities in FY 2002/2003 than in prior years. With this in mind, begin thinking about the purchasing and contracting activities in your division and unit for next year. By continuing to work together we can create even more opportunities for both small and DVBE businesses to partner with the Department.

In the meantime, do what you can to make your remaining purchases for this fiscal year from both Small businesses and DVBE businesses. Call the Advocate if you need assistance finding Small Business and DVBE contractors.



### ***Kudos and Acknowledgments*** *to the following groups and staff!*

**Purchasing** – Dave's buying staff does it again! They consistently meet and exceed the Small Business mandate of 25% and this month they dramatically increased the dollars spent in the DVBE community bumping their DVBE activity level to 1.5 percent. Thanks so much for all your hard work!

Thanks to all staff that actively promote and seek out ways to include and improve the Department's Small Business and DVBE participation levels.



### **WHAT'S IN THE WORKS?**

#### **The 4<sup>th</sup> Annual State Agency Recognition Award Nomination and Ceremony**

**When:** Thursday, October 2, 2003  
**Where:** To be Announced  
**Cost to Attend:** To be Announced

Three years ago the Department of General Services began acknowledging state agencies and departments for implementation of innovative ideas to increase small business and DVBE participation in the state's purchasing and contracting arena at the Annual State Agency Award Ceremony.

This year the Department of Water Resources will participate by nominating our DWR Small and DVBE Business Newsletter in the category of Education and Outreach for one of the awards offered by the small business judges. Hopefully, they will like our idea and acknowledge the contribution to the Small Business and DVBE communities.



Please feel free to call @ (916) 651-9705 or email @ [hall@water.ca.gov](mailto:hall@water.ca.gov) when you have questions, or suggestions of topics you would like to see covered in the newsletter.

Be sure to see page 5 for this month's Featured Contractors for Engineering Services, and Consulting and Project Management Services.

***Do Business with...***  
***California Certified Small and Disabled Veteran Businesses***  
***This month we feature Engineering and Consulting Management Services***

***Small Businesses***

**NORTHERN CALIFORNIA**

Contractor: **Abtahi Engineering Management**  
Address: 254 Glorietta Blvd.  
City: Orinda, CA 94563  
Phone/Fax: P (925) 525-7656/F (925) 386-0055  
OSBCR Certification #: 32458  
Service/Commodity: **Engineering and Consulting Services**

***Disabled Veteran Businesses***

**NORTHERN CALIFORNIA**

Contractor: **Krause & Associates**  
Address: 216 F Street, #162  
City: Davis, CA 95616-4515  
Phone/Fax: P (530) 758-6397/F (530) 758-6506  
OSBCR Certification #: 15207  
Service/Commodity: **Engineering, Architectural Management Consulting**

**CENTRAL CALIFORNIA**

Contractor: **E-Marc Engineering Inc.**  
Address: 2225 E St, Ste. 201  
City: Bakersfield, CA 93301  
Phone/Fax: P (661) 631-9183/F (661) 631-2717  
OSBCR Certification #: 26116  
Service/Commodity: **Engineering, Architectural Management Consulting**

**CENTRAL CALIFORNIA**

Contractor: **IMKE Consulting Inc**  
Address: 7700 East Dumfries Ct.  
City: Bakersfield, CA 93309  
Phone/Fax: P (661) 397-6846/F (916) 397-6846  
OSBCR Certification #: 6384  
Service/Commodity: **Engineering/Business Consulting**

**SOUTHERN CALIFORNIA**

Contractor: **Tracer Environmental Sciences & Technologies Inc.**  
Address: 970 Los Vallecitos Blvd. Ste. 100  
City: San Marco, CA 92069-474  
Phone/Fax: P (760) 744-9611/F (760) 744-8616  
OSBCR Certification #: 18161  
Service/Commodity: **Engineering Services Business Consulting**

**SOUTHERN CALIFORNIA**

Contractor: **AllWest GeoScience, Inc.**  
Address: 1210 N Barsten Wy  
City: Anaheim, CA 92806-1822  
Phone/Fax: P (714) 238-9255/F (714) 238-1105  
OSBCR Certification #: 114  
Service/Commodity: **Engineering Services, Management Consultant, Testing Laboratories**

***Coming Next Month... Wrap up and report for Fiscal Year 2002/2003, and new contract language for DVBE contractor reporting requirements. Contact the Advocate if you have any questions.***

[www.hall@water.ca.gov](mailto:www.hall@water.ca.gov)  
**(916) 651-9705**